

## Message Text

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PAGE 01 COPENH 03490 111613Z

44

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 CIAE-00 INR-05 NSAE-00

RSC-01 DODE-00 L-02 /028 W  
----- 026498

P 111540Z DEC 74

FM AMEMBASSY COPENHAGEN

TO SECSTATE WASHDC PRIORITY 148

LIMITED OFFICIAL USE COPENHAGEN 3490

E.O. 11652: N/A

TAGS: BEXP, DA

SUBJECT: TRANSMITTER BID BY SRS, INC.

REF: STATE 268545

1. EMBASSY HAS CONFERRED WITH SRS' DANISH AGENT TAGE OLSEN A/S (MR. BRAUN). HIS OBSERVATIONS INDICATE THAT REFTEL DOES NOT REFLECT FULL CONTENTS OF NEGOTIATIONS BETWEEN PTT AND TAGE OLSEN/SRS INC. OUR UNDERSTANDING IS AS FOLLOWS:

A) COMPETITOR IS NOT IDENTIFIED, BUT SUSPECTED TO BE MARCONI.

B) PTT HAS NOT YET MADE DECISION ON SUPPLIER; SRS STILL APPEARS TO HAVE GOOD CHANCE OF OBTAINING CONTRACT.

C) PTT DECISION IS EXPECTED BY END JANUARY, 1975.

D) ONLY REASON WHY PTT IS INVESTIGATING ALTERNATIVE SOURCE(S) IS THEIR INSISTENCE ON SEEING STATION IN OPERATION. PTT CANCELLED PLANNED VISIT TO SRS ONLY BECAUSE SRS HAS NO STATIONS OPERATING IN THE US. FACTORY INSPECTION ONLY IS NOT CONSIDERED SATISFACTORY. THIS REQUIREMENT APPLIES TO ALL PROSPECTIVE SUPPLIERS. PTT NOT WILLING TO GO TO DJAKARTA FOR INSPECTION DUE COST INVOLVED, AND CANNOT ACCEPT TAGE OLSEN/SRS OFFER TO PAY FARE DUE LOCAL REGULATIONS.

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2. IN VIEW ABOVE AND UNCLEAR CIRCUMSTANCES OF ALLEGED

QUOTE UNREASONABLE TREATMENT UNQUOTE OF US BIDDER,  
EMBASSY STRONGLY RECOMMENDS AGAINST DIPLOMATIC INTER-  
VENTION. DANISH AGENT ALSO AGAINST OFFICIAL REPRESENTATION AT THIS TIME, FEELING THAT SRS STILL STANDS GOOD CHANCE, AND FEARS CONSEQUENCE OF POSSIBLE DAMAGE TO FUTURE US SALES TO PTT IF WE APPLY OFFICIAL PRESSURE. DANISH AGENT IS STAYING IN CLOSE CONTACT WITH PTT.

3. ACTION REQUESTED: ACCORDING TO EMBASSY INFORMATION, ALL NINE TRANSMITTERS ARE REPLACEMENTS FOR OLD US EQUIPMENT INSTALLED AT SONDERSTROM AIRFIELD, GREENLAND WHICH DANISH AUTHORITIES ARE NOW TAKING OVER FROM US. IN VIEW SHORT LEAD TIME, REQUEST DEPARTMENT IMMEDIATELY ATTEMPT TO CLARIFY WHETHER THIS HAS BEEN FAA, AIR FORCE OR COAST GUARD INSTALLATION AND WHETHER PTT TAKEOVER AGREEMENT INVOLVED ANY COMMITMENTS WHICH COULD BE HELPFUL TO POTENTIAL US SUPPLIER.  
DUNNIGAN

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** kelleyw0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
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